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DEPARTMENT FOR NEA/ARP, PM, AND EEB

C O R R E C T E D C O P Y (CORRECTED PLA COMUSAFCENT SHAW AFB SC)  
E.O. 12958: DECL: 2019-01-28  
TAGS: [PARM](#) [PREL](#) [MASS](#) [ETRD](#) [MU](#)  
SUBJECT: WAKE-UP CALL FOR LOCKHEED MARTIN ON F-16 SALES TO OMAN

CLASSIFIED BY: Gary A. Grappo, Ambassador, U.S. Department of State, U.S. Embas)

1. (U) This is an Action Request. Please see paragraph 5.

2. (C) Reports from post contacts indicate that Oman may be close to reaching a decision on the purchase of a squadron (or more) of advanced military fighter aircraft. While unconfirmed, some reports suggest that the Omani government could be leaning towards purchasing Eurofighter Typhoons, rather than a second squadron of U.S. F-16 aircraft. Separately, a member of the staff of French President Nicolas Sarkozy told emboff January 27 that Sarkozy planned to lobby for the sale of Typhoons during his visit to Muscat on February 10.

3. (C) The purchase of Eurofighter Typhoons over F-16s by Oman would represent a major loss to post's efforts to further strengthen our bilateral security ties and to improve the interoperability of the Omani military with U.S. forces. It would also deal a setback to the significant progress we have made in breaking the traditional stranglehold that the British enjoyed on weapon sales to the Sultanate. This, of course, is in addition to the loss of potential income and jobs for both Lockheed Martin and its suppliers during a time of recession in the U.S.

4. (C) Despite the negative consequences of losing the F-16 sale, post has not received a formal request for advocacy from Lockheed Martin. Moreover, post is not aware of a recent senior-level visit to Muscat by Lockheed Martin officials to actively lobby the Omanis to purchase F-16s. Given what's at stake, this is difficult to understand.

5. (SBU) Action Request: Post requests that the Department and/or the U.S. Department of Commerce immediately engage with Lockheed Martin to encourage them to mount a concerted high-level campaign to help convince the Omani government of the advantages of choosing the F-16 over the Eurofighter Typhoon in purchasing new military aircraft. Department should note that post is also seeking advocacy letters from the Secretary of Defense and the Chief of Staff of the U.S. Air Force. End Action Request.  
GRAPPO

To view the entire SMART message, go to URL [http://repository.state.sgov.gov/\\_layouts/OSS\\_SearchResults.aspx?k=messageid:85a06f82-0348-4222-94](http://repository.state.sgov.gov/_layouts/OSS_SearchResults.aspx?k=messageid:85a06f82-0348-4222-94)